

Message Text

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ACTION NEA-10

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USDOC FOR CAGNE, SIPS

E.O. 11652: NA
TAGS: BTIO, TC
SUBJ: PATROL BOATS FOR UAE COAST GUARD

1. SUMMARY: UAE COAST GUARD HAS ASKED EMBASSY TO CONTACT TOP FOUR SUPPLIERS OF PATROL BOATS TO USG AND TO INFORM THEM OF UAEG DESIRE TO PURCHASE "MORE THAN 50" PATROL BOATS OF VARIOUS TYPES WITH ATTENDANT TRAINING, SPARE PARTS AND REPAIR PROGRAMS. THE FOUR FIRMS SHOULD DIRECTLY CONTACT UAE COAST GUARD IN MINISTRY OF INTERIOR, ABU DHABI BY DECEMBER 28, IF INTERESTED IN TRADE OPPORTUNITY. COAST GUARD HAS ASKED EMBASSY TO FURNISH NAMES OF THE FOUR FIRMS TO WHOM THIS INFORMATION IS PASSED. WHILE FIRMS IN FIVE OTHER NATIONS ARE BEING INFORMED OF OPPORTUNITY, WE BELIEVE US HAS GOOD CHANCE. END SUMMARY.

2. EMBASSY RECEIVED FOREIGN MINISTRY NOTE STATING THAT COAST GUARD WISHES TO BUY PATROL BOATS. IN FOLLOW-UP CALL AT COAST GUARD (MINISTRY OF INTERIOR) EMBOFF LEARNED DETAILS OF SUBSTANTIAL TRADE OPPORTUNITY RESULTING FROM UAE DESIRE TO CREATE INSTANT MARITIME FRONTIER PROTECTION FORCE. MINISTRY OF INTERIOR HAS ASKED FOREIGN MINISTRY TO CONTACT US, UK, GERMAN, FRENCH, CANADIAN AND JAPANESE EMBASSIES TO ASK THEM TO RECOMMEND TO UAECG SEVERAL TOP SUPPLIERS OF BOATS TO THEIR CG'S FOR CONSIDERATION AS SUPPLIERS OF "MORE THAN FIFTY" BOATS OF VARIOUS TYPES TO UAECG.

3. UAECG NOW IN FORMATIVE STAGE DUE TO AMALGAMATION
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OF VARIOUS EMIRATE POLICE FORECES IN LAST YEAR. RECNET

SPECTACULAR INTERCEPTIONS OF MASSIVE ILLEGAL SEA BORN IMMIGRATION HAVE GENERATED PRESSURE FOR ADEQUATE MEANS TO CONTROL IT. MINISTRY OF INTERIOR HAS MANDATE TO "DO SOMETHING" AND POLITICAL LEVEL DECISION IS TO QUICKLY BUY MEANS TO PROTECT THE COASTS. IN FACT, HOWEVER, UAECG DOES NOT HAVE CLEAR IDEA OF EXACTLY WHAT IT WANTS. SELLER WHO CAN PUT TOGETHER A SYSTEMIC PACKAGE OF SHIPS, TRAINING AND REPAIR FACILITIES WILL APPEAR TO SOLVE THEIR PROBLEMS AT SINGLE STROKE AND WILL BE RESPONDING TO CG REALISTICALLY BASED EXPRESSIONS OF STRONG INTEREST IN TRAINING COMPONENT.

4. DESCRIPTION OF BOATS: THEY WANT "MORE THAN 50 BOATS" OF VARIOUS TYPES RANGING BETWEEN 50 AND 100 FEET. THEY ARE NOT SURE OF MIX OF FLEET BUT INCLUDED ARE LONG RANGE, SHORT RANGE, SERVICE AND FIRE FIGHTING BOATS. BOATS MUST BE FAST TO INTERCEPT ILLEGAL IMMIGRANT SHIPS AND CAPABLE OF RECEIVING ARMS AND SPOHISTICATED ELECTRONIC EQUIPMENT IN ORDER TO PROTECT OFFSHORE OIL RIGS. THEY ARE NOT SURE WHETHER FIBER-GLASS, ALUMINUM, STEEL OR OTHER HULLS ARE APPROPRIATE. THEY HAVE NOT EXCLUDED HYDROFOILS.

5. MANUFACTURERS IN CONTACT WITH COAST GUARD, MINISTRY OF INTERIOR, ATTN: MR. JALAL, MUST PUT FORWARD FOLLOWING QUALIFICATIONS:
(A) STATEMENT OF PATROL BOAT AND OTHER MARINTINE MANUFACTURING EXPERIENCE;
(B) CERTIFICATE OF ORIGIN SHOWING THAT SUCH BOATS HAVE BEEN MADE FOR US NAVAL OR COAST GUARD FORCES;
(C) PROFF OF SALE TO OTHER NATIONS;
(D) PLANS SHOULD AUALIFY ACCORDING TO LLOYDS REGISTER OF SHIPPING (LRS) AND THE AMERICAN BUREAU OF SHIPPING (ABS).

6. UAE PROCEDURES FOR SELECTION: AFTER RECEIVING INFO AND SUCH VISITS AS COMPANIES MAY CARE TO MAKE QUICKLY, UAECG WILL ESTABLISH SHORT LIST OF FIRMS WHICH WILL BE VISITED BY SELECTION COMMITTEE. DECISIONS WILL BE UNCLASSIFIED

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MADE QUICKLY. VISITING TEAM WOULD HOPE TO SEE MANUFACTURERS IN FEBRUARY AND TO FINALIZE CONTRACT BEFORE SUMMER. MR. JALAL, TECHNICAL ADVISOR TO UAECG WILL HAVE KEY ROLE IN SELECTION PROCESS. HE SPEAKS ENGLISH, AND HAS WORKED FOR MARINE DYNAMICS, INC. IN MIAMI, FLA.

7. OPPORTUNITY FOR SUBSTANTIAL SALES PACKAGE EXISTS,

ALTHOUGH UAECG IS PROCEEDING QUICKLY WITHOUT CLEARLY EXPRESSED IDEA OF WHAT IT NEEDS TO ACCOMPLISH ITS MISSION. COMPETITION FOR THIS CONTRACT IS LIKELY TO BE KEEN. JALAL HAS EXPRESSED INTEREST IN BEING VISITED BY THE FOUR COMPANY REPS; ALTHOUGH PERSONAL VISIT IS NOT NECESSARY.

8. ACTION REQUESTED:

(A) USDOC INFORM TOP FOUR PATROL BOAT SUPPLIERS TO USG OF OPPORTUNITY;

(B) USDOC INFORM EMBASSY OF NAMES FOR TRANSMITTAL TO UAECG BEFORE DECEMBER 28.

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